

Message Text

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PAGE 01 LAGOS 09020 061511Z

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ACTION COME-00

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 6218

INFO AMEMBASSY BONN

AMEMBASSY BRASILIA

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY ROME

UNCLAS LAGOS 09020

E.O. 11652: N/A

TAGS: ECIN, ECRE, BENC, EMIN, NI

SUBJECT: NIGERIAN JOINT VENTURE CONSTRUCTION COMPANIES: PROPOSAL AND
U.S. VISIT

REF: LAGOS 8796 AND PREVIOUS

SUMMARY: NIGERIAN GOVERNMENT (FMG) INTERESTED IN FORMING A FEW
60/40 CONSTRUCTION COMPANIES TO UNDERTAKE MAJOR PROJECTS, BEGINNING
WITH DEVELOPMENT IRON AND STEEL INDUSTRY. FOUR TOP CIVIL SERVANTS
FROM MINISTREIS OF INDUSTRY, WORKS, TRANSPORT AND WATER RESOURCES
WILL MAKE OVERSEAS TOUR AUGUST 14-SEPTEMBER 5 TO DISCUSS PROPOSAL
WITH INTERESTED COMPANIES. TEAM WILL VISIT U.S. AUG. 21-25 AND
DESIRES USG CONTACT NO MORE THAN THREE COMPANIES TO DISCUSS
POTENTIAL JOINT VENTURE. DISCUSSION GUIDELINES TRANSMITTED SEPTTEL.

1. IN LTR DATED AUGUST 5, FEDERAL MINISTRY OF INDUSTRIES PERMANENT
SECRETARY AHMED JODA INFORMS EMBASSY FMG WISHES ESTABLISH QTE A
FEW CONSTRUCTION COMPANIES TO UNDERTAKE IN FIRST INSTANCE, ALL
THE INFRASTRUCTURE, BUIDLINGS AND ALL THE ANCILLARY WORKS
CONNECTED WITH THE ESTABLISHMENT OF A NUMBER OF INDUSTRIAL
PROJECTS INCLUDING THE PROPOSED IRON AND STEEL INDUSTRIES. OTHER
MAJOR CONSTRUCTION WORKS ARE ALSO IN THE PIPELINE AND THEIR SIZES
ARE SUCH THAT IT IS MORE MEANINGFUL TO NEGOTIATE WITH SUCH JOINT-
VENTURE CONSTRUCTION COMPANIES FOR THEIR REALIZATION. UNQTE.

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PAGE 02 LAGOS 09020 061511Z

2. COMPANIES ENVISIONED AS 60 PERCENT FMG-OWNED, 40 PERCENT BY THE TECHNICAL PARTNERS, BUT FMG WISHES QTE THAT THE COMPANIES IN THEIR EARLY YEARS SHOULD BE MANAGED BY MAJOR AND COMPETENT CONSTRUCTION COMPANIES OF INTERNATIONAL REPUTE AS THE TECHNICAL PARTNERS. UNQTE. PARTNERS WOULD PROVIDE TOP MANAGEMENT AND TAKE FULL MANAGEMENT RESPONSIBILITY. FMG EXPECTS COMPANIES TO EMPLOY SUIABLE NIGERIANS WHEN AVAILABLE AND MEANINGFUL TRAINING PROGRAM FOR NIGERIANS WILL BE PART OF AGREEMENT.

3. EMBASSY REQUESTED CONTACT NOT MORE THAN THREE SUIABLE COMPANIES WHICH MAY WISH BE CONSIDERED AS TECHNICAL PARTNERS. JODA ALSO DESIRES BACKGROUND ON THE COMPANIES PROMPTLY TO ASSESS THEM.

4. JODA, PERMANENT SECRETARIES M.T. USMAN (WORKS), C.O. IBIE (TRANSPORT) AND ACTING PERMSEC S. ILIASU (WATER RESOURCES) WILL CONDUCT DETAILED DISCUSSIONS WITH CANDIDATE COMPANIES DURING FORTHCOMING OVERSEAS TOUR. USG ASKED TO ARRANGE U.S. PROGRAM IN COOPERATION WITH NIGERIAN EMBASSY WASHINGTON. TENTATIVE TOUR ITINERARY:

AUG. 14-17: LONDON

AUG. 17-21: GERMANY

AUG. 21-25: U.S.

AUG. 25-28: BRAZIL (RIO)

AUG. 28-SEP. 1 PARIS

SEP. 1-5: ROME

RETURN LAGOS SEP. 5.

5. ACTION REQUESTED: PLEASE PROVIDE APPRGPRIATE RESPONSE NLT AUGUST 13.
CAHILL

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EO Systematic Review
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